

## 7(j) Management & Technical Assistance Training

### On-Line Government Contracting Training

Month of July 2020

#### How it works

Just like a class you'd attend in person, courses are taught by a live instructor on a scheduled day and time. Students receive course materials in advance, participate in real time using a broadband connection and interact directly with the instructor and their peers

From your computer, you'll link to an instructor in a live, real-time, interactive learning experience. You'll become part of a virtual classroom where you can ask questions, seek guidance and participate in class discussions and interactive exercises.

Training is FREE to 7(j) eligible small businesses

#### Who can participate?

Small business owners who:

- are certified 8(a) participants
- have a HUBZone certified small business
- have an economically disadvantaged women-owned small business
- have a small business located in areas of high unemployment or low income
- have a small business owned by low income individuals



U.S. Small Business Administration



Training provided by:

Stover & Associates, Inc.



Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Please contact:

Phyllis Embree or Chris Strudthoff, (770) 423-9888

## YOU WILL LEARN:

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| <ul style="list-style-type: none"><li>• <b>Capture Management</b><br/>July 13, 2020<br/>1:00—4:00 pm EDT</li><li>• <b>Contractor Teaming</b><br/>July 14, 2020<br/>1:00—3:00 pm EDT</li><li>• <b>Federal Contracting Basics</b><br/>July 15, 2020<br/>1:00—4:00 pm EDT</li><li>• <b>Understanding RFPs</b><br/>July 16, 2020<br/>1:00—3:30 pm EDT</li><li>• <b>Developing Technical and Past Performance Proposals</b><br/>July 20, 2020<br/>1:00—4:00 pm EDT</li></ul> | <ul style="list-style-type: none"><li>• <b>How to Qualify for the GSA Schedule</b><br/>July 21, 2020<br/>1:00—3:00 pm EDT</li><li>• <b>Developing the Cost Proposal</b><br/>July 21, 2020<br/>5:00—8:00 pm EDT</li><li>• <b>Government Contract Types</b><br/>July 22, 2020<br/>1:00—3:00 pm EDT</li><li>• <b>Federal Acquisition Regulation (FAR) Primer</b><br/>July 23, 2020<br/>1:00—5:00 pm EDT</li><li>• <b>Introduction to Managing Government Construction Contracts</b><br/>July 27, 2020<br/>1:00—4:00 pm EDT</li></ul> | <ul style="list-style-type: none"><li>• <b>Strategic Planning</b><br/>July 27, 2020<br/>5:00—6:30 pm EDT</li><li>• <b>Managing and Adminstrating Government Contracts</b><br/>July 28, 2020<br/>1:00—4:00 pm EDT</li><li>• <b>Audits and Accounting Systems</b><br/>July 29, 2020<br/>1:00—4:00 pm EDT</li><li>• <b>Negotiating Government Contracts</b><br/>July 30, 2020<br/>1:00—5:00 pm EDT</li></ul> |
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#### REGISTRATION REQUIRED:

<https://sbaworkshops.stoverteam.com>

Click the "Register for Training" button on the left side navigation pane.

For more information about the 7(j) Program, please contact your SBA District Office.

[www.sba.gov/tools/local-assistance](http://www.sba.gov/tools/local-assistance)

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